

Massachusetts
Group Conversion Guaranteed Issue
Nongroup Membership ¹
as of December 31, 2000

Nongroup Membership HMO Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00
As of 12/31/1999	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
As of 12/31/2000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CHANGE JAN to DEC.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Nongroup Membership PREFERRED PROVIDER Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00
As of 12/31/1999	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
As of 12/31/2000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CHANGE JAN to DEC.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Nongroup Membership MEDICAL Total	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00	Members as of 12/31/00
As of 12/31/1999	3	1	2	0	0	0	1	0	3	0	6	0	0	0	16
As of 12/31/2000	1	0	1	0	0	1	1	0	7	0	4	3	2	1	21
CHANGE JAN to DEC.	(2)	(1)	(1)	0	0	1	0	0	4	0	(2)	3	2	1	5

Membership Totals	As of 12/31/99	As of 12/31/00	CHANGE	12/31/99 MRKT SHARE	12/31/00 MRKT SHARE	Percentage Change
HMO	0	0	0	0.0%	0.0%	0.0%
Pref Provider	0	0	0	0.0%	0.0%	0.0%
Medical	16	21	5	100.0%	100.0%	0.0%
Totals	16	21	5			

¹ Represents membership in guaranteed issue health plans subject to M.G.L. c. 176M issued only on a group conversion basis. Please see separate report for membership in guaranteed issue health plans available to all eligible persons.

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HMO Total	MA	MA	MA	12/31/99 MARKET SHARE	12/31/00 MARKET SHARE	Percentage Change
	Members as of 12/31/99	Members as of 12/31/00	MEMBER DIFFERENCE			
NA	0	0	0	0.0%	0.0%	0.0%
HMO Total	0	0	0	0.0%	0.0%	0.0%

Nongroup Membership PREFERRED PROVIDER Total	MA	MA	MA	12/31/99 MARKET SHARE	12/31/00 MARKET SHARE	Percentage Change
	Members as of 12/31/99	Members as of 12/31/00	MEMBER DIFFERENCE			
NA	0	0	0	0.0%	0.0%	0.0%
Preferred Provider Total	0	0	0	0.0%	0.0%	0.0%

Nongroup Membership MEDICAL Total	MA	MA	MA	12/31/99 MARKET SHARE	12/31/00 MARKET SHARE	Percentage Change
	Members as of 12/31/99	Members as of 12/31/00	MEMBER DIFFERENCE			
Celtic Life Insurance Company	0	0	0	0.0%	0.0%	0.0%
Connecticut General Life Insurance Company	11	7	(4)	68.8%	33.3%	-35.4%
First Allmerica Life Insurance Company	0	0	0	0.0%	0.0%	0.0%
Great-West Life and Annuity Insurance Company	0	1	1	0.0%	4.8%	4.8%
Phoenix Home Life Mutual Insurance Company	0	0	0	0.0%	0.0%	0.0%
Principal Life Insurance Company	5	2	(3)	31.3%	9.5%	-21.7%
Sentry Life Insurance Company	0	0	0	0.0%	0.0%	0.0%
UniCARE Life and Health Insurance Company	0	11	11	0.0%	52.4%	0.0%
Medical Total	16	21	5	100.0%	100.0%	0.0%

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